

Message Text

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ORIGIN EB-07

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FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

C O N F I D E N T I A L STATE 059068

E.O. 11652: GDS

TAGS: EAIR, AR

SUBJECT: CIVAIR - INFORMAL TALKS WITH GOA

REF: BUENOS AIRES 1613

1. IN NEXT MEETING TO PURSUE CIVAIR DIALOGUE WITH GOA, WE BELIEVE EMBASSY SHOULD TURN ARGENTINE DESIRE FOR ROUTE PARITY TO OUR ADVANTAGE. ROUTE PARITY (I-E., IDENTICAL ROUTES FOR BOTH SIDES) IS, OF COURSE, NOT AN EQUITABLE EXCHANGE FOR US BECAUSE MARKETS BETWEEN U.S. AND INTER-MEDIATE POINTS FOR AEROLINEAS ARE MORE VALUABLE THAN MARKETS BETWEEN SAME INTERMEDIATES AND ARGENTINA FOR U.S. AIRLINES. THEREFORE, IF ARGENTINA WANTS ROUTE PARITY, IT WOULD HAVE TO COMPENSATE US IN OTHER AREAS, SUCH AS MORE U.S. FREQUENCIES THAN FOR AEROLINEAS.

2. SPECIFICALLY, WE SUGGEST FOLLOWING US POSITION.

A. U.S. CANNOT ACCEPT AS A PRECONDITION OR AS A PRINCIPLE THAT THERE HAS TO BE ROUTE PARITY (OR FREQUENCY PARITY).

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HOWEVER, IF GOA WANTS TO ASK FOR ROUTE PARITY, U.S. WOULD

WANT TO KNOW WHAT ARGENTINA WILL PAY FOR IT (SINCE IT FAVORS ARGENTINA). THE IMPLICATION SHOULD BE GIVEN THAT OUR PRICE WILL BE HIGH.

B. U.S. NOT INTERESTED IN ADDITIONAL ROUTE RIGHTS FOR ITSELF. HOWEVER, BECAUSE OF DIFFICULTIES WHICH AROSE OVER PAN AM CHANGE OF GAUGE, ANY UNDERSTANDING WOULD HAVE TO CONFIRM NECESSITY FOR ROUTING FLEXIBILITY.

C. GOA CAN ASSUME U.S. WILL REMAIN OPPOSED TO REGIONAL QUOTAS APPLIED BY GOA. U.S. WOULD REGRET HAVING TO CONSIDER IMPOSING QUOTAS ON AEROLINEAS.

D. U.S. INTERESTED IN USING WIDE-BODIED AIRCRAFT, BUT THIS NOT NECESSARILY CRITICAL. FYI. WE BELIEVE OUR INTEREST SHOULD BE UNDERPLAYED IN EXPECTATION AEROLINEAS WANTS USE 747 BADLY. END FYI.

E. OBVIOUSLY, US AIRLINES WOULD LIKE MORE FREQUENCIES SINCE THEY HAVE BEEN DENIED THOSE PROMISED IN 1972 MEMORANDUM. NUMBERS SHOULD BE LEFT TO DETAILED NEGOTIATIONS. AS WITH ROUTE PARITY, WE CANNOT ACCEPT FREQUENCY PARITY AS A PRINCIPLE. ROUTES, FREQUENCIES, AND CAPACITY ARE ALL ADJUSTABLE PARAMETERS, WITH TRADE-OFF POSSIBILITIES.

F. GENERALLY SPEAKING, U.S. WOULD HOPE AGREEMENT WOULD EXTEND AS LONG AS POSSIBLE, BUT A TWO OR THREE YEAR ARRANGEMENT WOULD BE WORTHWHILE, OTHER FACTORS BEING EQUAL.

3. RE PAN AM CHANGE OF GAUGE AT CARACAS, EMBASSY SHOULD, IF NECESSARY, SAY THAT U.S. WILL SUSPEND DIALOGUE UNLESS PERMISSION EXTENDED BEYOND MARCH 24.

4. STRICTLY FYI. PAN AM AND BRANIFF HAVE PROPOSED FREQUENCY LEVELS WHICH WOULD GIVE THEM TOGETHER ABOUT 18-20 THIS YEAR AND 26-28 BY 1977 OR 1978, WITH WIDE BODIES COUNTED ON A RATIO BASIS (E.G., ONE 747 EQUALS TWO 707'S).
END FYI. ROBINSON
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